

HOW I PRODUCED NATIONALLY AWARD WINNING ALFALFA HAY

Rick Alexander
Hay Producer
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Making Hay is Our Business



Alexander Farms

Kirk & Rick

Alexander Farms

- Two Family Operation
- Sardis, KY – Mason County
- 575 Acres Owned
- 220 Acres Leased
- 150 Acres Custom Haying
- 125 Head Angus Cow Calf

150 Acres of Alfalfa/Orchardgrass
50 Acres of Grass Hay

110 Acres Burley Tobacco

Making Quality Forage

- Seeding & Fertilizer
- Harvesting
- Labor
- Hay Testing
- Hay Storage
- Marketing
- Delivery

Seeding & Fertilizer

- Seed
 - Forage King421
- Fertilizer & Lime
 - Soil Test
 - Ag Extension



Harvesting

- Time of Harvest
 - 1st Cutting – Silage
 - 2nd & Later – Early Bud Stage
- Equipment
 - (2) Discbine
 - (2) Tedder
 - (2) Bi Rakes
 - (2) Rollers
 - (1) Sq baler



Labor

H-2A Seasonal Temporary Worker Program

- ✓ Assures an supply of seasonal labor
- ✓ Assures a legal labor force
- ✓ Enables us to stabilize a the work force
- ✓ Provides a more certain environment for business planning and investment

Hay Testing

- Harvesting
 - Moisture
- Storage
 - KDA Testing
 - Custom Lab



What do I do with the hay that got rained on?



Hay Storage

- Cost Share
 - Phase 1 Dollars
 - Model Program
- Accessibility
 - Tractor Trailers
 - Bad Weather



Marketing



- Work of Mouth
- Hay Auctions
- Internet
 - KDA Website
 - hayexchange.com
 - haybarn.com

Delivery

- Customer Service
 - Flexible
 - On time delivery
- Equipment
 - (4) Gooseneck Flatbeds



What's Next?

- Automation
- Preservatives for Round Baler



Alfalfa Hay Test

Protein	23.9%
A D Fiber	22.54
N D Fiber	29.59
RFV	224